

Message Text

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AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS NEW DELHI 3808

E.O. 11652: N/A

TAGS: EFIN, EINB, BEXP, IN

SUBJECT: INTEREST OF INDIAN FIRM IN U.S. FISHING EXPERTISE

REF: NEW DELHI 3348 B) USDOC 04473

1. RESIDENT MANAGER IN DELHI OF J.K. ORGANIZATION MR.

JAYANT SEN, CALLED ON COMMERCIAL COUNSELOR MARCH 9 TO APPRISE
HIM OF J.K. INTEREST IN COMMUNICATION WITH APPROPRIATE
U.S. FIRM CONCERNING POSSIBLE CONTRACT FOR EXPERTISE AND
MANAGEMENT IN SHRIMP TRAWLING INDUSTRY.

2. J.K. ORGANIZATION, WHICH IS FOURTH OR FIFTH LARGEST
INDUSTRIAL CONGLOMERATE IN INDIA, HAD, ACCORDING TO SEN,
APPLIES FOR LICENSE TO IMPORT FOUR 75-FOOD SHRIMP FISHING
TRAWLERS AT APPROXIMATE COST OF DOLS 240,000 THROUGH ITS BOMBAY
FIRM J.K. CHEMICALS, LTD. J.K. HAD ESTIMATED LITTLE
CHANCE OF LICENSE APPROVAL BECAUSE GOI POLICY HAD CALLED
FOR PREFERENCE TO SMALLER FIRMS. OVER LAST WEEK, ACCORDING
NEWSPAPER REPORTS WHICH J.K. HAS CONFIRMED FROM GOI
SOURCES, SMALL INDIAN COMPANIES HAVE FAILED FOLLOW THROUGH
ON TRAWLER PURCHASES OWING LACK FINANCIAL RESOURCES.
(ACUAL DOWN PAYMENTS HAVE ONLY BEEN MADE ON 16 TRAWLERS

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OUT OF IMPORT LICENSES ISSUED FOR 100 VESSELS). J.K.
THEREFORE ESTIMATES ITS CHANCES NOW GOOD TO RECEIVE IMPORT
LICENSE FOR OUR SHRIMP TRAWLERS AND IS INTERESTED IN MAKING
CONTACT WITH U.S. FIRMS CAPABLE OF MANAGING SHRIMP TRAWLER
FLEET AND PROVIDING FISHING KNOW-HOW ON FIXED FEE OR
OTHER BASIS. (J.K. WOULD NOT TURN DOWN A JOINT VENTURE
ARRANGEMENT, BUT PRESUMES U.S. FIRMS WOULD NOT BE INTERESTED

IN EQUITY INVESTMENT IN INDIAN FISHING INDUSTRY). IF J.K.
ABLE BUY TRAWLERS AND ENTER SHRIMP INDUSRY, ITS LONGER
TERM PLANS COULD ALSO INCLUDE PURCHASE OF MOTHER SHIP AND
FISHING VESSELS FOR TUNA FISHING AND PROCESSING OPERATION.

3. EMBASSY REMEMBERS RALSTON-PURINA CO. OF LOUIS, MO.
WAS INTERESTED IN INDIAN FISHING OPERATIONS FIVE OR SIX YEARS
AGO, BUT GAVE UP OWING TO GOI POLICY DECISION DELAYS AT
THAT TIME. WE WOULD APPRECIATE USDOC CONTACTING RALSTON-
PURINA OR OTHER APPROPRIATE U.S. FIRMS WITH FISHING EXPERTISE
TO MAKE KNOWN J.K. INTEREST AS WELL AS GROWING OPPORTUNITIES
IN INDIAN FISHING INDUSTRY FOR FOREIGN PARTICIPATION AS
INDIA ATTEMPTS TO BUILD UP FISHING FLEET TO LEVEL OF 200
MODERN TRAWLERS OVER NEXT FEW YARS. J.K. EMPHASIZED U.S.
FIRM SHOULD HAVE EXPERTISE IN TROPICAL WATER FISHING
SINCE VERY DIFFERENT FROM COLD WATER OPERATIONS, AND
FOR THIS REASON HAS NOT CONTACTED EUROPEAN FIRMS.

4. SINCE J.K. HAS ONLY BEEN IN TOUCH WITH AUSTRALIAN
AND BELGIAN FIRMS REGARDING PURCHASE OF FOUR
SHRIMP TRAWLERS, TONY HESS OF BENDER SHIPBUILDING COMPANY
(SEE REFTEL) AND OTHER INTERESTED U.S. TRAWLER BUILDING
FIRMS SHOULD CONTACT J.(. ORGANIZATION. OTHER LARGE
FIRMS IN INDIA WHICH ARE INTERESTED IN ENTRY INTO FISHING
INDUSTRY AND WHICH ALSO MAY RECEIVE TRAWLER IMPORT LICENSES
THEY HAVE REQUESTED ARE BROOKE BOND AND HINDUSTAN LELVER.
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GOHEEN

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